

TENNESSEE HEREFORD MARKETING PROGRAM

June 26, 2009

To: THMP Consignors
From: John Woolfolk, Sale Coordinator

GUIDELINES FOR SELLING IN THE OCTOBER 26TH THMP SALE!

I hope that you are already planning to be a part of TLP's 11th Annual THMP Sale. As you know, THMP sales have proven to be among the very best marketing options for Herefords for the past ten years.

After reviewing performance of cattle sold in recent sales, the THMP Committee is confident that we have steadily increased sale requirements to a level where we are now implementing a high degree of calf management that is desired by most buyers. Last year's increase in the weaning requirement to a **minimum of 45 days before sale day** proved very popular with buyers and improved calf performance and thus will be continued this year.

The Boehringer Ingelheim vaccine program has served our needs very well. In our continuing effort to build as much uniformity into our sale offering as possible, the BI vaccines come as a 'strong recommendation' from the committee, but are not a requirement for sale participation. Cattle will be accepted with proper vaccination records documenting similar health protocols of other companies.

We will not be able to supply vaccines through the THMP this year. Please use your local retailers or vet suppliers. If you have problems finding the vaccines you need, let me know. Please follow all label directions for handling and administering. Remember, the best vaccines in the world will likely not provide the desired immunity to calves on inadequate nutrition and/or mineral programs. If you need recommendations for suggested rations and minerals, please talk to your local feed supplier or extension agent.

Important Reminders:

- Follow all directions for proper handling of vaccines and follow this vaccination schedule:

Weaning (or shortly after weaning) No Later than September 10th

Express 5 PHM
BarVac7/Somnus
Wormer

Post Weaning (14 – 28 days later) No later than October 10

Express 5 PHM
BarVac7/Somnus

- **Record name of vaccine used, along with lot number on bottle and date administered to be turned in before or on sale day.** This form will be mailed to you with your tags.

This program does not require that you have a veterinarian administer your vaccines or sign your health protocols, but you do need to keep accurate records regarding vaccines used.

Remember, in addition to shots, **all calves must have AHA HerfNet ear tags,** be wormed and dehorned (if necessary) and all male calves must be castrated and healed. Calves must be **weaned at least 45 days before sale.**

Many of the cattle sold in 2008 sale were either bought by Ford County Feeders or have been placed at Ford County for custom feeding by the original buyer. These cattle will become part of the Certified Hereford Beef program after they are harvested at National Beef in Dodge City, KS. Carcass data on many of these cattle should become available soon. I will share that with consignors as it becomes available.

NEW SALE: The THMP committee has evaluated the requests from breeders and determined that it is now time to add a second annual sale to our marketing program. In April 2010, we will begin an annual spring sale that will follow guidelines similar to the fall sale. This will provide a better marketing opportunity for some of the light calves that have been selling in October as well as those spring born calves that have not been heavy enough for October.

More information will come later.

If you have questions regarding the 2009 sale, please contact me or your state committee rep

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